

1 BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION
2 DOCKET NO. 960002-EG
3 DIRECT TESTIMONY OF
4 TOM GOODWIN
5 ON BEHALF OF WEST FLORIDA NATURAL GAS COMPANY

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- 6 Q. Please state your name and address.
- 7 A. My name is Tom Goodwin. My business address is 301 Maple
8 Avenue, Panama City, Florida. I am employed as
9 Coordinator - Gas Management by West Florida Natural Gas
10 Company. My responsibilities include participation in the
11 development of projected therm sales for the period April
12 1996 through March 1997 projection period.
- 13 Q. What is the purpose of your testimony?
- 14 A. The purpose of my testimony is to describe how we arrived
15 at the estimate of 42,711,972 therms for the period.
16 That projected sales volume is incorporated in the "C
17 schedules" sponsored by Cindy Arnold.
- 18 Q. Please explain how this estimate was developed.
- 19 A. The estimate of 42,711,972 therms consists of projected
20 firm gas sales totaling 26,352,872 therms and firm
21 transportation gas totaling 16,359,100 therms. The firm
22 gas sales estimate has been determined through
23 application of projected customer growth and heating
24 degree day data to our forecasting model. Growth was
25 projected at 3% for residential and 2% for commercial

1 class customers. Industrial sales projections reflect an
2 approximate growth factor of 1%. Firm gas transportation
3 sales to end-users is projected to increase by
4 approximately 2% based on customer stated intentions.

5 Q. Do these therm sales projections include any volumes to
6 be sold under an interruptible rate?

7 A. No. Since interruptible sales are excluded from
8 consideration under the conservation cost recovery
9 program, they have been excluded from the above
10 projections.

11 Q. Does this complete your testimony?

12 A. Yes.